



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Troop Support Subsistence Supply Chain Post Captains of Industry Update IPR #1 October 2012



DLA Subsistence Captains of Industry RECAP

- 24 Action Items open - March 30, 2012
- 11 Actions Items closed - July 3, 2012
 - 2 - Savings of \$700K, cost avoidance of \$4.5M
- 13 Action Items- August 15, 2012
- 1 action item closed-Industry practice
- 12 Action Items briefed today



Captains of Industry

Suggestion	ECD	Est. Savings
Efficient Route Planning	CONUS-Feb. 2013 OCONUS-Dec. 2012	Japan - \$300K per yr./CONUS- TBD
Change to Slow Shipping Days	CONUS-Feb. 2013 OCONUS- Dec. 2012	Japan- shown above/CONUS- TBD
Deviation Incentive (Rebates/Discount language)	CONUS-Feb. 2013	CONUS-TBD
Fuel Surcharge	CONUS-Feb. 2013 OCONUS- Dec. 2012	Potential
Meet with DeCA -Band Sharing with other sites	Oct. 2012	Potential



Captains of Industry

Suggestion	ECD	Est. Savings
Share Vendor Private Labels data with customers	JSPB-Oct. 2012	CONUS-\$3.2 M/ year OCONUS- TBD
Share Streamline OCONUS catalog data with customers	JSPB-Oct 2012	OCONUS- TBD
Share data regarding removal of "Hard Spec" items with customers	JSPB-Oct 2012	Japan- \$4.3M
True product competition (Consolidated chicken requirements)	May 2013	CONUS- \$12M /year
Exchange rate	OCONUS-Dec. 2012	OCONUS- TBD
Upgrade IT capacity- PV Integration	Oct. 2012	Increased Visibility



Conclusion

- Continue dialogue with customers/vendors to identify cost savings
- Track CONUS solicitation schedule
- Continue to engage with DeCA
- Continue to focus on streamlined catalog efforts

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